

## Message Text

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APPROVED BY EUR - MR. HARTMAN

EB/ITP/EWT:JTARTTER (DRAFT)

COMMERCE:ADOWNEY (DRAFT)

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FM SECSTATE WASHDC

TO AMEMBASSY BERLIN

INFO USMISSION USBERLIN

AMEMBASSY BONN

C O N F I D E N T I A L STATE 175485

E.O. 11652: GDS

TAGS: BEXP, EGEN, ETRD, PFOR, GE, US

SUBJECT: US-GDR TRADE TALKS

REF: A. BERLIN 5486

B. BERLIN 5853

C. BERLIN 5874 D. BERLIN 5417

1. DEPARTMENT SUPPORTS THE EMBASSY PROPOSAL (REF B) THAT A SENIOR COMMERCE DEPARTMENT OFFICIAL VISIT THE LEIPZIG FALL FAIR TO DEMONSTRATE CONTINUING INTEREST OF US COMPANIES IN GDR MARKET. DEPARTMENT IS ALSO PREPARED TO HAVE THE COMMERCE OFFICIAL CONDUCT WORKING-LEVEL TRADE TALKS BETWEEN US-GDR OFFICIALS (PARA 9 REFA ) DURING HIS VISIT TO THE GDR. EMBASSY SHOULD, THEREFORE, PROCEED WITH PLANNING.

2. DEPARTMENT BELIEVES TALKS SHOULD FOCUS ON THE FACILITA-  
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TION AND PROMOTION OF TRADE BETWEEN THE TWO COUNTRIES. WE

ARE ALSO PREPARED TO DISCUSS TECHNICAL EXCHANGES, INCLUDING LICENSING AGREEMENTS (PARA 2C REF D) AS LONG AS SUCH EXCHANGES ARE LIMITED TO THE INDUSTRIAL COMMERCIAL AREA, BUT WISH TO LEAVE RAISING THIS TOPIC TO GDR INITIATIVE. WE ARE NOT PREPARED TO DISCUSS SALES BY US SUBSIDIARIES OPERATING

ABROAD. AMBASSADOR COOPER HAS NOTED THAT GDR WISHES TO DISCUSS TRADE ACT. WE WOULD BE WILLING TO EXPLAIN THIS AND OTHER RECENT US LEGISLATION AFFECTING EAST/WEST TRADE.

3. DEPARTMENT WISHES TO AVOID GIVING THESE TALKS THE AURA OF FORMAL NEGOTIATIONS. ALL THAT IS INTENDED IS AN EXCHANGE OF TRADE INFORMATION USEFUL TO BOTH SIDES. WE ARE NOT PREPARED TO DISCUSS MFN OR CREDITS, EXCEPT AS PART OF EXPLANATION OF THE TRADE ACT AND OF OTHER US LEGISLATION.

4. PARTICIPANTS ON US SIDE WOULD INCLUDE ARTHUR T. DOWNEY, DIRECTOR OF THE BUREAU OF EAST/WEST TRADE, EMBASSY COMMERCIAL OFFICER AND SUCH OTHER EMBASSY OFFICERS AS THE AMBASSADOR MAY DESIGNATE. EXPECT TRADE POLICY SPECIALIST FROM EB'S OFFICE OF EAST/WEST TRADE WOULD ALSO ATTEND. WE PRESUME THAT THE GDR WOULD DESIGNATE CORRESPONDING REPRESENTATIVES, INCLUDING BEIL.

5. DEPARTMENT STRONGLY PREFERS THESE DISCUSSIONS TO TAKE PLACE IN BERLIN OR LEIPZIG. WHILE WE ARE FLEXIBLE ON THE LENGTH AND FORMAT OF THE DISCUSSIONS, WE CONSIDER THAT DOWNEY-BEIL PARTICIPATION SHOULD BE LIMITED TO NO MORE THAN TWO DAYS. DOWNEY WILL ALSO BE PREPARED TO INDICATE INTEREST IN SEEING BEIL IN WASHINGTON IF HE IS VISITING US LATER THIS YEAR AS HE PLANNED TO DO LAST YEAR, I.E. AT INVITATION OF BUSINESS INTERNATIONAL.

6. WE WOULD APPRECIATE RECEIVING FROM GDR A LIST OF THOSE SUBJECTS WHICH IT WISHES US SIDE TO DISCUSS. DEPARTMENT OF COMMERCE NOW IS PREPARING AGENDA POINTS WHICH US SIDE WISHES TO TAKE UP AND WE WOULD APPRECIATE RECEIVING EMBASSY VIEWS ON AGENDA.

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7. EMBASSY SHOULD MAKE ABOVE POINTS TO GDR AT EARLY DATE, EMPHASIZING NEED FOR CAREFUL PLANNING AND PREPARATION OF AGENDA SO THAT TALKS WILL BE OF MAXIMUM BENEFIT TO BOTH SIDES. KISSINGER

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